

Farm Services Agency Borrow Training

Schedule of Presentations - November 3, 2008 through February 2, 2009

Date	Topic	Instructor
Monday 11/3/2008	Goals and Assessments The goals and assessment presentation will examine establishing financial and production goals, discuss short-, medium- and long-term goals setting, consider establishing objectives and action plans and evaluate strategies for assessing progress.	George Haynes, MSU
Monday 11/10/2008	Family Business Issues This presentation will examine the interface between the family and business, especially the competition between the family and business, family business culture, commitment of family members, family roles and relationships, outside management assistance, and process of leadership succession.	George Haynes, MSU
Monday 11/17/2008	Production Records This presentation will discuss mandatory production recordkeeping for livestock and processes to follow in keeping adequate crop records for FSA and other government entities.	Clint Peck, MSU Carl Mattson, MGGA
Monday 11/24/2008	Introduction to Quicken This session will cover how to structure a chart of accounts in Quicken to keep records for farm and ranch operations that tracks records for tax purposes but can also provide a good set of management records. A quick overview of basic reports (cash flow and profit and loss) will be presented with emphasis on getting the information you need from the reports available.	Duane Griffith, MSU
Monday 12/1/2008	Beginning Estate Planning This session will address property titles; dying without a will, who gets your property; wills; avoiding probate with POD designations; TOD registrations; and, beneficiary deeds.	Marsha Goetting, MSU
Monday 12/8/2008	Advanced Quicken The advanced workshop will focus on using Quicken to go beyond simple cash flow and income and expense record keeping. A more complete chart of accounts will be covered that includes asset and liability accounts.	Duane Griffith, MSU
Monday 12/15/2008	Financial Analysis This presentation will focus on financial ratio analysis, enterprise budgeting and decision making tools.	Duane Griffith, MSU George Haynes, MSU
Monday 1/12/2009	Advanced Estate Planning This session will focus on federal estate and gift taxes (how to minimize), revocable living trusts, power of attorney and living wills.	Marsha Goetting, MSU

<p>Tuesday</p> <p>1/27/2009</p>	<p>Crop and Livestock Marketing</p> <p>This session will examine the use of options and futures markets and consider several marketing strategies.</p>	<p>Gary Brester, MSU</p>
<p>Monday</p> <p>2/2/2009</p>	<p>Energy</p> <p>This session will examine the interface between agriculture and energy development in Montana. The session will discuss current developments in bio-fuels, wind power and other energy-related issues impacting the agricultural sector.</p>	<p>Joel Schumacher, MSU</p>